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**USTR BARSHEFSKY ANNOUNCES ESTABLISHMENT OF  
JAPAN OFFICE AND PERSONNEL ASSIGNMENTS AT USTR**

U.S. Trade Representative Charlene Barshefsky today announced the creation of a separate Japan Office and a series of new assignments at USTR including the appointment of Wendy Cutler to lead the new Japan Office effective July 14.

“The volume, importance, and sensitivity of Japan trade issues warrants the full time attention of an office dedicated exclusively to Japan trade issues so I am pleased to establish such an office for the first time at USTR,” said Ambassador Barshefsky. “To raise the profile of these issues within USTR, I am assigning Wendy Cutler as the first Assistant U.S. Trade Representative (AUSTR) for Japan. Wendy’s extensive experience in working on Japan trade issues makes her the ideal candidate for this new position.”

During her nine years at USTR, Ms. Cutler has dedicated five years exclusively to working on Japan trade issues. From 1991-1993, she was responsible for the implementation of the landmark U.S.-Japan Semiconductor Arrangement. Through her skill and persistence, Ms. Cutler was instrumental in getting the Japanese to take the necessary steps to open its semiconductor market which resulted in an increase in foreign market share from 14.3 percent to over 20 percent.

From 1993-1996, Ms. Cutler served as the Deputy Assistant U.S. Trade Representative for Japan. In this position, she was integrally involved in virtually every policy decision and negotiation regarding Japan. Because of her in-depth knowledge of issues related to Japan, she was called upon to lead the U.S. negotiating team on a wide range of key trade issues including telecommunications procurement, deregulation, intellectual property protection for sound recordings and market opening initiatives in insurance, autos, and computers. Since May 1996, Wendy has served as the AUSTR for Services, Investment and Intellectual Property where she

has also worked closely with the Japanese on a number of investment and services multilateral trade negotiations.

Jim Southwick will depart USTR after four years of extraordinary service, serving with distinction as the Deputy AUSTR for Japan for the last two years. Mr. Southwick is leaving federal service to practice law in Minneapolis, Minnesota. Mr. Southwick worked successfully on a myriad of trade issues with Japan, including autos, insurance, and deregulatory initiatives.

Byron Sigel has been named to replace Mr. Southwick as the Deputy AUSTR for Japan. Mr. Sigel possesses unique expertise in Japan trade issues. Since 1995, Mr. Sigel has been the Director for Japanese Affairs at USTR. As a Foreign Service Officer in the State Department, he was twice stationed to the American Embassy in Tokyo for a period of over three years, serving in both the Embassy's economic and commercial sections. In his current position, Mr. Sigel was one of the lead negotiators during talks last year with Japan on insurance deregulation. In addition, he crafted and implemented U.S. policy on distilled spirits through the first case ever to be referred to arbitration under the dispute settlement process of the WTO. Mr. Sigel was also the lead negotiator behind the significant new agreement with Japan on deregulation and competition policy concluded at the recent Denver summit. He earned a doctorate at the University of Tokyo and speaks fluent Japanese.

Ambassador Barshefsky will appoint Joe Papovich to serve as Acting AUSTR for Services, Investment, and Intellectual Property until that position is permanently filled. For the past three years, Mr. Papovich has been the Deputy AUSTR for Intellectual Property in the Services Office. Mr. Papovich is a very versatile and dedicated negotiator with 14 years of service at USTR in the Offices of Industry, Agricultural Affairs, Europe, and Services.

Don Eiss will be detailed to serve as Acting AUSTR for Industry. Mr. Eiss has been the Deputy AUSTR in that shop for ten years. Through Mr. Eiss's service as Acting AUSTR, the agency will not miss a beat in managing the important business of the Industry unit.